

Message Text

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FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 2032

AMEMBASSY ABU DHABI

AMEMBASSY AMMAN

AMEMBASSY BEIRUT

AMCONSUL DHAHRAN

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY MUSCAT

AMEMBASSY TEHRAN

USING BAGHDAD

USDOC WASHDC

AMEMBASSY MANAMA

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BEIRUT FOR BAGHDAD

DEPT PASS OPIC

E.O. 11652: N/A

TAGS: EAID, BEXP, KUBN US, IN USIRJC

SUBJ: US-INDIAN COMMERCIAL COOPERATION

REF: A. KUWAIT 4107 B. STATE 258967

1. WE APPRECIATE DEPARTMENT'S GUIDANCE ON HOW TO HANDLE
COMMERCIAL COOPERATION IN THIRD COUNTRIES AND BELIEVE IT SETS
OUT A WORKABLE APPROACH.

2. WE HAVE RECENTLY HAD OPPORTUNITY TO DISCUSS THE PROBLEM
WITH VISITING REPRESENTATIVES OF OPIC. WE FIND THAT THERE
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PRESENTLY TREMENDOUS INDIAN ENTHUSIASM FOR SUCH COOPERATION

AND THAT IT WOULD BE COMMERCIALY FEASIBLE IN WIDE VARIETY OF AREAS SUCH AS TECHNICAL SERVICES, CIVIL CONSTRUCTION, COMPONENTS, ETC. THE PROBLEM (AS NOTED IN REF B) WE SEE IS THAT THE GOI TENDS TO EXPECT THE USG TO PLAY A MUCH LARGER ROLE IN DEVELOPING THIRD COUNTRY COOPERATION THAN IS FEASIBLE AND, ON THE OTHER HAND, US FIRMS ARE LARGELY UNINFORMED ABOUT INDIAN CAPABILITIES.

3. IN ORDER TO MINIMIZE MISUNDERSTANDINGS AND FACILITATE COOPERATION, WE ENVISAGE A THREE PART ACTION PROGRAM. THE USG, LARGELY THROUGH MCIC BUT ALSO THROU OTHER AGENCIES AND EMBASSIES IN THE MIDDLE EAST, WOULD WHEN APPROPRIATE REFER TO POSSIBILITY OF SUBCONTRACTING OR OTHER COOPERATION WITH INDIAN FIRMS (REF B). THE JOB OF "SELLING" INDIAN GOODS AND SERVICES WOULD REMAIN THAT OF THE GOI AND INDIAN FIRMS.

IN ORDER TO INCREASE OPIC KNOWLEDGE OF INDIAN CAPACITY WE RECOMMEND OPIC INSURANCE OFFICER FOR CONSTRUCTION AND ENGINEERING VISIT INDIA IN NEAR FUTURE.

4. THE SECOND PART OF THIS EFFORT IS LIKELY TO BE GOI INVITATIONS TO MAJOR US FIRMS TO SEND REPRESENTATIVES TO INDIA TO REVIEW POSSIBLE COMMERCIAL COOPERATION HERE. THIS MAY WELL BE PRECEDED BY GOI AND PRIVATE INUSTRY TEAMS VISITING HEAD OFFICES IN THE US OF MAJOR CONSTRUCTION FIRMS. THE GOI IS CONSIDERING INVITING THESE FIRMS (EITHER INDIVIDUALLY OR IN GROUPS) TO SEND TEAMS TO INDIA TO SEE WHAT INDIA CAN DO. USG ROLE WOULD BE MINIMAL OTHER THAN PERHAPS INFORMAL SUGGESTIONS AS TO FIRMS WHICH MIGHT BE INVITED.

5. THE THIRD PART CONCERNS THE JOINT BUSINESS COUNCIL WHICH WILL HOLD ITS FIRST MEETING EARLY NEXT YEAR. THE INDIANS ARE ALMOST CERTAIN TO PROPOSE ACTIVITIES IN THIS FIELD. IT IS IMPOSSIBLE AT THIS TIME TO PREDICT WHAT SBJF THIS MIGHT MAKE.

6. TO SUM UP, THERE ARE LIKELY TO BE A WIDE VARIETY OF NOT ALWAYS COORDINATED MOVES IN THIS FIELD. (WE INTEND TO ENCOURAGE THE GOI TO NAME ONE SINGLE OFFICE AS THE COORDINATOR OF GOI EFFORTS IN THIS FIELD.) WE BEIEVE COOPERATION WILL BE USEFUL NCR THE US FIRMS INVOLVED AND INDO-US RELATIONS WZD WE WILL SUPPORT THIS EFFORT IN WHATEVER WAY THE GOI AND INDIAN FIRMS LIMITED OFFICIAL USE

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